



TomatoesNZ

Tomatoes New Zealand

2017

AGM and Conference Papers

12th – 14th July 2017

ASB Baypark Stadium, Tauranga



2017 ANNUAL GENERAL MEETING A G E N D A
&
HORTICULTURE CONFERENCE PROGRAMME

ASB Baypark Stadium, 81 Truman Lane,
TAURANGA

Wednesday 12th July 2017

12:00pm

Lunch

1:00pm

TOMATOESNZ & TOMATOESNZ INC. COMBINED ANNUAL GENERAL MEETING

ASB Baypark Stadium - Room 1

Welcome and Introductions

- Apologies, Proxies and Procedural Motions
- Confirmation of 2016 Conference Minutes & Matters Arising (pages 6-9)

1:05pm

Chairman's Address – Alasdair MacLeod (pages 10-14)

1:15pm

TNZ (HortNZ) & TNZ Inc. Financial Statements 2016/2017 (pages 15- 25)

TNZ Inc. Budget 2017/2018 (pages 26-27)

1:30pm

Remits (pages 28-30)

1:45pm

Confirm newly elected Directors

1:50pm

General Business

2:00pm

Conclude Combined AGM

2:00pm Afternoon Tea

- 2:30pm** **CONCURRENT SESSIONS**
- **Investigating Clean Technologies -**
Dr Paul Bennett / Dr Florian Graichen
 - **So What's Missing? -**
*Sue Pickering/Helen McKoy/Jack Keeys/Jeanette Rea/ Turrell/
Greg Turrell/Linda Sissons*
 - **Innovation for Sustainability -**
Jason Wargent
- 4:30pm** **Horticulture NZ Annual General Meeting (AGM)**
– **Lions Foundation Centre** (*downstairs*)
- 6:00pm** **Welcome Function – Lions Foundation Centre**
(*Sponsored by United Fresh New Zealand Incorporated*)
- 7:30pm** **VEGETABLE INDUSTRY DINNER – ASB Stadium Lounge**

Thursday 13th July 2017

- 8:00am** Registration continues
- 9:00am** **CONFERENCE OPENING AND INTRODUCTORY COMMENTS**
- 9:15am** **Platinum Sponsor's Address – Steve Sexton**
- 9:30am** **The New Consumer Focus**
Dr Anna Campbell/Mel Auld

10:30am Morning tea

- | | | |
|----------------|---|---|
| 11:00am | Biosecurity Border Update
<i>Steve Gilbert</i>
<i>Allan Pollard (BMSB Council Chair)</i> | Women in Horticulture
<i>Teresa Ciprian</i>
<i>Marc Elliott</i>
<i>Rachel Taulelei</i>
<i>Sarah McCormack</i>
<i>Nikki Johnson (MC)</i> |
|----------------|---|---|

12:00pm	The Future Disruptors (Panel) <i>Hunia</i> <i>David Powell (MC)</i> <i>Angela Clifford</i>	Growing and Learning with <i>Tiaki</i> 5+ A Day
12:30pm	How Worksafe Investigates: a lived experience <i>Simon Watson / Lex Dillon</i>	Every Kid Can Cook a Healthy Meal <i>Bruce Robertson / Pip Duncan</i>
<u>1:00pm</u>	<u>Lunch</u>	
1:30pm	Field Trips <i>(maximum capacity 180 people)</i> <i>Field Tours of: Plant & Food Research</i> <i>Eastpack Packhouse</i> <i>BayGold Orchard</i>	
2:00pm	Horticulture New Zealand Leadership Programme and Young Grower of the Year Finalist Alumni Event <i>(by invitation only)</i>	NZGAP Annual Meeting <i>Jessica Benseman</i>
5:30pm	Possible signing of Brown Marmorated Stink Bug Operational Agreement between Industry and Government	
<u>5:30pm</u>	<u>Pre-dinner drinks <i>(sponsored by Plant and Food Research)</i></u>	
6:30pm	CONFERENCE DINNER & AWARDS <i>(sponsored by Turners & Growers)</i>	

Friday 14th July 2017

8:30am Tea and coffee

9:00am **State of the Nation – *Dr Roland Fumasi***

10:15am Morning Tea

10:45am **The Future of Compliance**
Jacqueline Rowarth

The Fresh Produce Safety & Traceability Challenge – current reality, emerging trends and the road ahead
Richard Bennett
Dr Hans Maurer

11:45am **The Future for Trade**
Lisa Winthrop
Mike Peterson
Clare Kelly

12:45pm **CONFERENCE CLOSURE**

1:15pm Lunch



**DRAFT MINUTES of the 2016 Combined Tomatoes New Zealand AND
Tomatoes New Zealand Incorporated
ANNUAL GENERAL MEETINGS
held on Wednesday 3 August at 10:15am at the Rutherford Hotel
NELSON**

Chairman Alasdair MacLeod presided over the 30 attendees.

Welcome

The Chairman welcomed everyone and thanked key sponsor AGMARDT, the sponsor of today's international speaker, Michael Bledsoe of Village Farms International, USA. The Chairman also acknowledged and thanked all sponsors, without their support and help it would be impossible to run an event such as this.

General Business

Horticulture NZ Board Election - Lex Dillon.

Apologies

Apologies were received from Ben Smith, Ruepena and Eseta Kovati, Deborah and Callum Grant, Roelf Schreuder, Julian Raine, Tony Ivcevich and Brian Nicklin.

Obituaries

There were no obituaries received.

Proxies

Proxy received from Tony Ivcevich of AJ & JR Ivcevich Partnership, held by the Chair.

Procedural Motions

1. All growers have speaking rights.
2. Guests speak with the permission of the Chairman which has to be sought in advance.
3. That 3 minutes and 2 minutes be allowed for movers and seconders respectively and 2 minutes for other speakers.

Minutes of 2015 AGM

These have been circulated, pages 6 – 11 of the meeting papers.

- Page 8 - ... sector. I ... replaces ... sector, as ... (middle line of the second-to-last paragraph of the 2015 Chairman's Address).
- Page 8 - 'approve' replaces 'adopted' of the 2015 Chairman's Address.

MOTION 1

It was resolved that the Minutes of the 2015 Annual General Meeting of Tomatoes New Zealand, held at the Energy Events Centre, Rotorua having taken the above amendments into account are a true and correct record of that meeting.

TNZI Board / Brian Gargiulo

Matters Arising

Page 11 – Members to send any comments on the TNZI Constitution and Rules to the Board for consideration.

The Chairman advised no comments were received.

Chairman's Address

Pages 12 – 17.

The Chairman gave a brief overview of the last year.

Key points:

- The sector is determined to grow its value;
- The main focus has been on market access and the research required to achieve this;
- The successful *Tamaraxia Trioaze* Biological Control Agent application was acknowledged and it was also noted had the application been unsuccessful a 'fight' for a legislation change was imminent;
- As always effort was put into labelling requirements, in particular the labelling of all imported irradiated Australian tomatoes;
- GIA – slow and steady progress has been made since signing off TNZI's commitment to GIA at the last two preceding annual general meetings; GIA takes a huge amount of time and effort including attendance at multiple meetings; the Chair is cautiously optimistic TNZI is on the right track and as a near signatory TNZI are now included in confidential briefings held by MPI;
- The Chair acknowledged TNZI Board members' contribution; the Chair emphasised how impressed, astonished and delighted he was at the level of fore-thought that goes in before the meetings, the level of contribution during the meetings and the level of commitment to get things done after the meetings;
- In terms of people, the Chair acknowledged Helen Barnes and Lynda Banks who both work well beyond normal expectations in the limited hours they have.

TNZ Financial Statements 2015/2016

The business manager presented the key points of the TomatoesNZ budget for 2015/16 (circulated in the meeting papers on page 23);

- There was an increase in income this year due to (1) levy income being 18% up on budget, noting this was a record year with the biggest levy intake since 2011; and (2) receipt of the misallocated levy income of \$54,622;
- Expenditure was slightly below budget due to underspending in research and development;
- Overall, despite budgeting for a significant deficit (\$79,000) a surplus has resulted which we were able to add to our reserves now totalling \$599,942.

MOTION 2

It was resolved that the audited financial statements for the year ended 31 March 2016 be approved.

TNZI Board / Anthony Tringham

TNZI Budget 2016/2017

- Pages 23 and 24 of the meeting papers;
- 2016/17 budgeted levy income is based on \$110m industry value (compared to an industry value of \$118.3m in 2015/16), and a levy rate of 0.35%;
- A significant increase in expenditure has been budgeted for due to greater investment in GIA;
- Potential Reserves at year end 2016/17 \$489,058;

Q. What was the reason for an increase in travel and accommodation type related costs?

A. The increase is due to the amount budgeted for the 2016 Conference; the Board decided as a way of encouraging growers to attend they would increase the amount offered to growers for travel to Conference.

MOTION 3

It was resolved to adopt the TomatoesNZ Incorporated budget for the year ended 31 March 2017.

TNZI Board / Simon Watson

Notices of Motion

- Notices of Motion 1 – 6 were circulated in the meeting papers (pages 25 – 26);
- Notices of Motion 1 – 3 have been approved above;

MOTION 4

It was resolved that the levy rate for Fresh Tomatoes for the coming levy year remain at 0.35% at the first point of sale for domestic sales and Free on Board for exports.

TNZI Board / Simon Watson

MOTION 5

It was resolved and confirmed that there is no subscription membership rate.

TNZI Board / Lex Dillon

MOTION 6

It was resolved that BDO Spicers be appointed auditors for the financial year ended 31 March 2017.

TNZI Board / Anthony Tringham

Confirm Directors

- Tony Norton and Malcolm Pook retired by rotation;
- Stefan Vogrincic retired;
- Resulting in three positions available;
- Tony Norton and Malcolm Pook re-stood and were deemed nominated;
- Hayden Armstrong was nominated;
- Tony Norton, Malcolm Pook and Hayden Armstrong were all appointed.
- The Chair also thanked recently retired Chris Sinnott for his participation on the TNZI Board as the VNZI Covered Crops Observer, Chris' contribution will be missed;

- Chris Sinnott has been replaced by Leanne Roberts, newly appointed Covered Crops Director for VNZI.

General Business

Lex Dillon addressed the meeting and thanked everyone for his nomination to participate in the Horticulture NZ Board election process. Lex congratulated those who were successful with their campaign and expanded on the lessons learnt from the election process.

Key points:

- Disappointed there is no fresh vegetable representation on the HortNZ Board;
- To have fresh vegetable representation on the Board it will be necessary to obtain the support of fruit growers and to encourage all fresh vegetable growers to vote and participate in the election process;
- A candidates election campaign needs to start well in advance, or at least six months before elections; the narrow time frame from when nominations closed and actual voting took place was insufficient;
- The most enjoyable part of Lex's campaign was meeting a wide variety of growers however about 90% of them had already voted by the time Lex visited.

Brian Gargiulo responded:

- The industry and fruit leaders need to take responsibility;
- If voting continues the way it is and with continued fresh vegetable sector apathy then there will be an imbalance of representation on the HortNZ Board;
- It would be disappointing should industries split and reverted back to the way they were;
- Horticulture NZ is doing a good job however when Lex Dillon stood for election Horticulture NZ should have taken responsibility to support a vegetable nomination;

The Chair concluded the horticultural industry cannot afford to be fragmented. TNZI has fought incredibly hard to stay aligned to Horticulture NZ despite having to spin off as a separate entity. TNZI wants to be an integral part of Horticulture NZ and also recognises the need to take responsibility to support the people from the fresh vegetable sector.

Meeting closed at 10:55am.

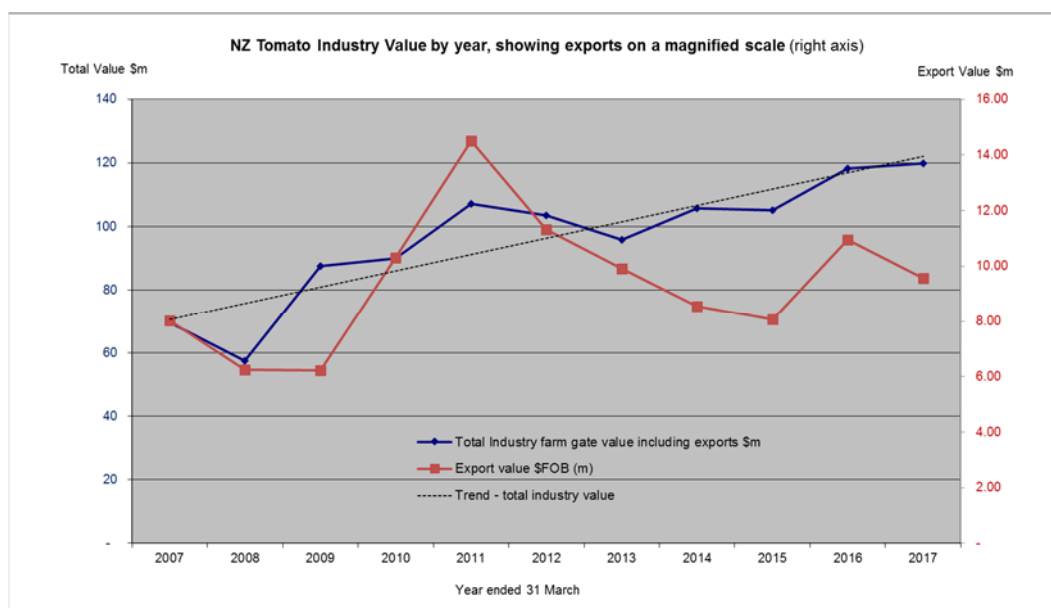


Tomatoes New Zealand Chairman's

Annual Report 31 March 2017

Industry snapshot

The Fresh Tomato Industry grew to \$120m of farm gate value, representing a growth in value of over 70% since 2007 created from about the same planted area. The graph below shows the annual industry value for the last decade, and the value of exports (note exports are shown on a different scale, on the right-hand axis).



Export value (fob) for the year were \$9.6m from nearly 3,000 shipped off shore to 20 Pacific Rim and Asian markets, the biggest being Japan, North America and Australia.

TomatoesNZ Incorporated

This year, TomatoesNZ completed its first year as an Incorporated Society.

Achievements included:

- Updating the Fresh Tomato Industry Strategy;
- Signing up to the Government Industry Agreements on Biosecurity Readiness and Response (GIA);
- Completing some research and development projects, and beginning new ones;

- Continuing to invest in keeping the export doors open and developing export markets via Asia Fruit Logistica;
- Investment in promotion,
- Collaboration with other vegetable product groups and Horticulture New Zealand.

These and other activities are described in more detail below.

Financial position

Total levy income for the year was \$419,595, and total expenditure \$413,369. With grant and other income added in, the society recorded an operating surplus of \$27,126 for the year.

TomatoesNZ reserves (retained levy) of \$ 613,715 are held within Horticulture New Zealand's accounts, where they were accumulated. At their April 2017 board meeting, the TomatoesNZ board agreed that this level of reserves was appropriate to retain as it gave a 12-18 month buffer to unforeseen events

Research and development

TomatoesNZ directly invested \$107,120 of commodity levy money in the year to 31 March 2017. Additional investment was made in terms of the business manager, chair and board members' time developing and implementing projects, and representing the sector's views.

For that investment a wide range of issues were tackled, and co-funding and grants were leveraged:

- Successful completion of the **Fresher by Sea** project, which developed guidelines for growers exporting to Japan by sea freight – a world first, successfully delivering tomatoes over that distance by sea. Discussions are now underway about further work developing potential storage technologies for sea freight. This collaborative project also developed sea freight guidelines for capsicums and was co-funded by Vegetables NZ and Plant & Food Research Core funding.
- Completion of an updated guide for growers on **managing greenhouse wastewater** discharge, work conducted by Andrew Barber of AgriLink and with funding support from AGMARDT.
- Carried out new work to help **address pest issues**, including the Insecticide Susceptibility Bioassay project (with funding support from Vegetables New Zealand and AGMARDT), and registration of new whitefly agrichemicals projects.
- Started a project to "**hunt for *Macrolophus***", the biocontrol agent that was illegally released in NZ about a decade ago.
- Contributed to the successful Vegetable Research and Innovation Board application to the Environmental Protection Authority to import for release the Tomato and Potato Psyllid biocontrol agent ***Tamarixia***, including presenting at the hearing in May. Participated in the development of a Sustainable Farming Fund project to release and monitor *Tamarixia*, and contributed to funding and oversight of the biocontrol agent's initial importation.

- Directly invested \$26,750 in **Biosecurity** through Government Industry Agreements (GIA). Gisele Irvine of Market Access Solutionz represented and negotiated on tomato growers' behalf on the Fruit Fly and Brown Marmorated Stink Bug councils formed under GIA. Fact sheets on priority pests were developed and added to a new "biosecurity" page on the TomatoesNZ website. In addition the chair represented fresh tomato growers at frequent GIA Deed governance group meetings in Wellington and the Business Manager and board member Anthony Stone attended the Biosecurity Forum and launch of the governments Biosecurity 2025 strategy in November. The Business Manager liaised with MPI on a couple of incursions that had the potential to impact the tomato industry.
- Publication and distribution of TomatoesNZ's first **Agrichemical Residue Information** chart for growers (which will be updated annually)
- Updated the Code of Practise for tomato potato psyllid management, required for tomato **export** to Australia (completed by Gisele Irvine of Market Access Solutionz)
- Worked with exporters and MPI to address **market access issues** as they arise, and to keep exporters informed of changes to overseas rules and regulations
- Continued advocacy on the **Emissions Trading Scheme (ETS)**. A submission to the ETS review was made in April 2016, and the Business Manager participated in subsequent ETS review consultation meetings
- Continued membership of the Plants Markets Access Council (PMAC). TomatoesNZ is represented at the regular meetings by Gisele Irvine of Market Access Solutionz. We also participated in a PMAC Fruit Fly Market Access Contingencies project
- Participated in MPI's Fresh Produce Advisory Committee (FreshPAC), Stephen Ogden of Market Access Solutionz is our representative
- The business manager visited Massey University to discuss links between industry and the work they are doing on tomatoes, greenhouse production and educating the next generation of horticulturalists
- Supported an Auckland University bid for government funding to develop new *Trichoderma* and innovative biological waste-based nutrient solutions (unfortunately this bid was unsuccessful).

This year, \$27,000 of TomatoesNZ's R&D investment went to the Vegetable Research and Innovation Board (VR&I) and the collaborative VR&I projects that directly benefit fresh tomato growers including:

- A long-term *Monitoring Biosecurity Risks* project. This project assesses data on pests intercepted on imported produce at the border.
- Development of a cross-horticulture bid for Ministry for Primary Industries Primary Growth Partnership funding for Sustainable Pest Management. This process is now being led by HortNZ because it has achieved buy-in from fruit and arable groups as well as the Vegetable industry that initiated it. If the application is successful, this large project will provide a platform and funding to develop resistance management strategies and ease the path to registration of new and innovative agrichemicals, right across the fruit and vegetable sectors.
- Participation in the Agrichemical Strategy Working Group
- The Insecticide Susceptibility Bioassay project was run through the VR&I board

The VR&I Board is a collaborative body made up of Vegetables NZ, Process Vegetables NZ TomatoesNZ, Onions NZ, and the NZ Buttercup Squash Council. Anthony Tringham, fresh tomato grower from Clevedon and TomatoesNZ board member, represents TomatoesNZ on the VR&I board.

Running the product group and communicating with members

In the year to 31 March 2017, TomatoesNZ invested \$60,474 in an AGM and Conference (\$21,598), and governance including holding three board meetings, representation on the NZGAP board and the chair and business manager travelling to meet with growers.

A further \$202,449 funded staff, office overhead costs and communication costs including support for the NZ Grower Magazine. TomatoesNZ;

- Completed an update of the Strategy for the fresh tomato Industry document in October
- In conjunction with some other product groups, held a successful conference in Nelson, and hosted a visit from Michael Bledsoe, US expert on greenhouse agrichemical registration and use
- Contributed to and participated in four HortNZ Horticulture Industry Forums, a collaborative forum for HortNZ, product groups and district associations; and participated in four Vegetables Chair's forums, and a Vegetable Research and Innovation Forum
- The chair and business manager spent three days visiting growers in Auckland and two days in Canterbury
- Participation in the new Women in Horticulture group
- Contributed to funding support (grants) for some district associations (\$3,000)

The TomatoesNZ business manager and chair are in frequent contact with the business managers and chairs of other vegetable product groups (as well as some fruit groups) and HortNZ business managers and portfolio managers, through both formal and informal meetings and discussions. This results in increased sharing of resources and collaboration, minimising duplication, and maximising value for levy investment.

Promotional investment

TomatoesNZ directly invested \$40,000 in promoting the consumption of vegetables including tomatoes, and of the industry. Staff and board member time was also invested.

- Funded contribution of \$20,000 to the collaborative vegetable promotional group Vegetables.co.nz. Malcolm Pook, TomatoesNZ board vice chair, represents TomatoesNZ on this group. With the resignation of former Vegetables.co.nz business manager Matthew Spence during the year, the TomatoesNZ chair, business manager and Malcolm contributed to a strategic review of the group, resulting in a new strategic plan and job description for the business manager role.
- Ongoing membership of United Fresh
- Funded a stand as part of the New Zealand pavilion at Asiafruit expo stand in Hong Kong in September, helping exporters develop their Asian markets.
- Issued a press release calling for all political parties to support the Green Party's bill for compulsory Country of Origin Labelling of food (CoOL), in March

- Sponsorship of the Young Vegetable Grower of the Year event.
- Development and maintenance of the TomatoesNZ.co.nz Website

The year ahead

In the next year TomatoesNZ is looking to make a step-up, to allow us to continue to support growers to do their business in an environment of increasing rules and regulation, and the ongoing challenges of climate, pests and food safety that growers deal with on a daily basis. This step up requires extra resourcing, including employment of an additional part-time staff member to meet the ever-increasing need to represent, negotiate, provide robust data and analysis, as well as continuing to invest in research, development and promotion, and asking growers to agree to a levy to fund biosecurity readiness and response.

At the 2017 AGM on July 12th, TomatoesNZ will be asking fresh tomato growers to support TomatoesNZ's commitment to sign up to **operational agreements** for biosecurity readiness and response, and to approve a new **Biosecurity Levy** on fresh tomatoes which will fund that activity.

The Commodity Levies Order (for Vegetables and Fruit 2013) under which TNZ is funded (along with HortNZ, Vegetables NZ and Process Vegetables NZ), expires 12th May 2019.

To ensure continuity of funding, TomatoesNZ needs to have an application submitted to the Minister for a new **Commodity Levy Order** by September 2018. Now that TomatoesNZ is an Incorporated Society we will be required to apply for our own Fresh Tomato Commodity Levy Order, separate to HortNZ. TomatoesNZ will begin consulting growers about the new order during the 2017-18 financial year.

Alasdair MacLeod
Chairman
Tomatoes New Zealand Incorporated



DRAFT TOMATOES NZ (Product Group of HortNZ)

HORTICULTURE NEW ZEALAND INC Financial Statements for Tomatoes NZ

As At : 31/03/2017

YE 2016 YTD	Description	YE 2017 Actual	YE 2017 Budget	Variance	%
487,943	Income	433,367	400,000	33,367	8.3%
452,782	Expenses	419,595	385,000	34,595	9.0%
35,161	Surplus/Deficit	13,772	15,000	-1,228	9.0%

Income for Tomatoes NZ in Horticulture NZ is from levies and interest on Accumulated Reserves. The expense for Tomatoes NZ in Horticulture NZ is the transfer of the levy income to Tomatoes NZ Inc.

ACCUMULATED RESERVES HELD (FOR TOMATOES NZ) IN HORTICULTURE NZ

	<u>YE 2017</u>
Opening Balance	599,943
Interest	13,772
Closing Balance	613,715



Tomatoes New Zealand Incorporated

Special Purpose Financial Reports

for the Year Ended
31/03/2017

Tomatoes New Zealand Incorporated
Performance Report
For the year ended
31 March 2017

Contents

	Page
Non-Financial Information:	
Entity Information	18
Financial Information:	
Statement of Financial Performance	19
Statement of Financial Position	20
Statement of Cash Flows	21
Statement of Accounting Policies	22
Notes to the Performance Report	23-24
Auditors Report	25

Tomatoes New Zealand Incorporated

Entity Information

For the year ended
31 March 2017

Legal Name of Entity: Tomatoes New Zealand Incorporated

Type of Entity and Legal Basis: Incorporated Society

Registration Number: 2629993

Date of Incorporation: 6th August 2015

Contact details

Physical Address: Level 4
Co-Operative Bank House
20 Balance Street
Wellington 6011

Postal Address: P O Box 10232
The Terrace
Wellington 6143

Phone/Fax: Ph +64 4 472 3795

Email/Website: www.tomatoesnz.co.nz

Tomatoes New Zealand Incorporated

Statement of Financial Performance

For the year ended
31 March 2017

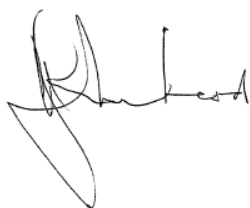
	Note	Actual 2017 \$	Actual 2016 \$
<u>REVENUE</u>			
Contract Income	1	419,595	-
Research and Development Grants	2	20,000	-
Other Income		750	
Interest	3	149	-
Total Revenue		440,494	-
<u>EXPENSES</u>			
Research & Development		107,120	-
Meetings & Travel		60,474	-
Office and Communications		202,449	-
Audit Fees		3,000	-
Promotion		40,326	-
Total Expenses		413,369	-
Operating Surplus/(Deficit) for the Year before Tax		27,125	-
Taxation Expense	4	(7,595)	0
Net Surplus/(Deficit) after Tax		19,530	0

Tomatoes New Zealand Incorporated

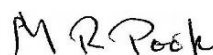
Statement of Financial Position

As at
31 March 2017

	Note	Actual 2017 \$	Actual 2016 \$
<u>ASSETS</u>			
Current Assets			
Bank accounts and cash	5	115,902	-
Debtors and prepayments	6	88,341	-
Total Current Assets		204,243	-
<u>LIABILITIES</u>			
Current Liabilities			
Creditors and accrued expenses		50,703	-
GST Payable		6,415	-
Provision for Taxation	4	7,595	-
Income in Advance	1	120,000	-
Total Current Liabilities		184,713	-
Total Assets less Total Liabilities (Net Assets)		19,530	-
<u>ACCUMMULATED FUNDS</u>			
Accumulated Funds		19,530	-
Total Accumulated Funds		19,530	-



ALASDAIR MACLEOD
TNZ Inc. Chair & Director
Dated 22nd June 2017



MALCOLM POOK
TNZ Inc. Vice Chair & Director
Dated 22nd June 2017

Tomatoes New Zealand Incorporated

Statement of Cash Flows

For the year ended
31 March 2017

	Actual This Year \$	Actual Last Year \$
Cash Flows from Operating Activities		
Cash was received from:		
Contract Income	451,254	-
Research and Development Grants	20,000	-
Other Income	750	-
Interest	149	-
Cash was applied to:		
Payments to suppliers	356,250	-
Net Cash Flows from Operating Activities	115,902	-
Net Cash Flows from Investing and Financing Activities	-	-
Net Increase / (Decrease) in Cash	115,902	-
Opening Cash	-	-
Closing Cash	115,902	-
This is represented by:		
Bank Accounts and Cash	115,902	-

Tomatoes New Zealand Incorporated

Statement of Accounting Policies

For the year ended

31 March 2017

Basis of Preparation

Tomatoes New Zealand Incorporated is an Incorporated Society and as such has no statutory requirement to prepare GAAP compliant financial statements. The Society has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting - Accrual (Not-For-Profit) on the basis that it does not have public accountability and has total annual expenses of equal to or less than \$2,000,000 with the exception of preparation of a Statement of Service Performance. All transactions in the Performance Report are reported using the accrual basis of accounting. The Performance Report is prepared under the assumption that the entity will continue to operate in the foreseeable future.

Goods and Services Tax (GST)

Tomatoes New Zealand Inc is registered for GST. All amounts are recorded exclusive of GST, except for Debtors and Creditors which are stated inclusive of GST.

Income Tax

Income tax is accounted for using the taxes payable method. The income tax expense in profit or loss represents the estimated current obligation payable to Inland Revenue. Taxation expense is accrued in the period to which the obligation arose. Tax is calculated in accordance with IRD rates.

Bank Accounts and Cash

Bank accounts and cash in the Statement of Cash Flows comprise cash balances and bank balances (including short term deposits) with original maturities of 90 days or less.

Contract Revenue

Tomatoes New Zealand has an agreement with Horticulture New Zealand to provide services of benefit to tomato growers in New Zealand. Horticulture New Zealand provides funding to Tomatoes New Zealand on this basis. The funds are to be spent in accordance with the Tomatoes New Zealand budget.

Interest Revenue

Interest income is recognised as it is earned and accrued using the effective interest method.

Research and Development Grant Revenue

Research and development grants are recognised in accordance with the funding agreement. Where the funding is provided with conditions then income is only recognised when the conditions attached have been fulfilled with the unspent portion being recognised as income in advance. Funding is recognised as income when received if there are no refundable conditions attached.

Debtors

Debtors are stated at estimated realisable value. Bad debts are written off during the period in which they are identified.

Changes in Accounting Policies

Tomatoes New Zealand Inc commenced operating on 1 April 2016 hence there are no comparatives. There have been no changes in accounting policies during the financial year.

Tomatoes New Zealand Incorporated

Notes to the Performance Report

For the year ended
31 March 2017

Note 1 : Horticulture New Zealand Contract Revenue

	\$ This Year	\$ Last Year
Initial seed funding provided at inception	120,000	0
Contract Funding provided throughout the year	419,595	0
Unspent contract income	(120,000)	0
Recognised Income	419,595	0

As disclosed in the accounting policies Tomatoes New Zealand Incorporated has an agreement with Horticulture New Zealand Incorporated to undertake the activities specific to the tomato industry and previously undertaken by the Tomatoes NZ Product Group. Tomatoes New Zealand Inc has agreed to ensure any funding it receives from Horticulture New Zealand Inc is only used in accordance with the purpose for which it was provided by Horticulture New Zealand Inc which is defined by clause 19 of the Commodity Levies (Vegetables and Fruit) Order 2013.

Note 2 : Research and Development Grants

	\$ This Year	\$ Last Year
Vegetables New Zealand Inc	17,391	0
Agmardt	2,609	0
	20,000	0

Research and Development Grants were received from Vegetables New Zealand Inc and Agmardt. As at balance date all milestones associated with the grants had been met.

Note 3 : Interest

	\$ This Year	\$ Last Year
BNZ	147	0
IRD	2	0
	149	0

Interest is earned on deposits held with BNZ and from the IRD where the IRD determined that it had returned funds late.

Note 4 : Taxation

	\$ This Year	\$ Last Year
Taxable Income	27,125	0
Tax is payable at 28%	(7,595)	0
	19,530	0

Tomatoes New Zealand became an Incorporated Society on 6th August 2015 and started trading from 1 April 2016. No provisional tax has been paid as this was the first year.

Tomatoes New Zealand Incorporated

Notes to the Performance Report

For the year ended
31 March 2017

Note 5 : Bank accounts and cash

	\$ This Year	\$ Last Year
BNZ Current Account	115,902	0
	115,902	0

Interest is earned at 0.25% in the current account. As at balance date there were no overdraft facilities or any other banking arrangements in place with BNZ.

Note 6 : Debtors and prepayments

	\$ This Year	\$ Last Year
Trade Debtors	88,341	0
	88,341	0

Note 7 : Commitments and Contingencies

Commitments

There are no commitments as at balance date.

Contingent Liabilities and Guarantees

There are no contingent liabilities or guarantees as at balance date.

Note 8 : Related Party Transactions

Horticulture New Zealand Inc

Horticulture New Zealand Inc is a related party by virtue of being a provider of administrative services and a provider of contract funding with an employee of Horticulture New Zealand being the main administrator of Tomatoes New Zealand Incorporated.

<u>Transactions Undertaken:</u>	\$ This Year	\$ Last Year
Contract funding provided	419,595	-
Contract funding receivable at year end	88,341	-
Income received in advance	120,000	-

Note 9 : Events after Balance Date

There were no events that have occurred after the balance date that would have a material impact on the Performance Report.

INDEPENDENT AUDITOR'S REPORT
To the Members of Tomatoes New Zealand Incorporated

Report on the Financial Statements

We have audited the special purpose financial statements of Tomatoes New Zealand Incorporated on pages 2 to 7.

This report is made solely to the Members, as a body, in accordance with the Incorporated Societies Act 1908 and the Constitution and Rules of Tomatoes New Zealand Incorporated. Our audit has been undertaken so that we might state to the Members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Members, as a body, for our audit work, for this report, or for the opinions we have formed.

Board of Directors Responsibility for the Financial Statements

The Directors are responsible for the preparation of these special purpose financial statements in accordance with the stated accounting policies and for determining that the basis of accounting is acceptable for the purpose of reporting to the members and for such internal control as the Board determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

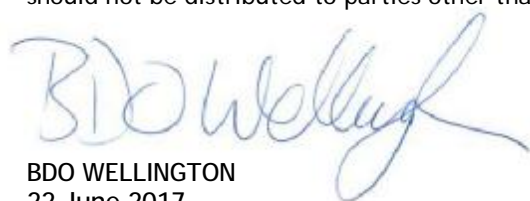
In addition to audit services, our firm assisted in the preparation of the financial statements from trial balance. We have no other relationship with or interests in the Tomatoes New Zealand Incorporated.

Opinion

In our opinion, the financial statements of Tomatoes New Zealand Incorporated for the year ended 31 March 2017 are prepared, in all material respects, in accordance with the stated accounting policies.

Basis of Accounting

Without modifying our opinion, we draw attention to the Accounting policies of the financial statements, which describes the basis of accounting. The financial statements are prepared for reporting to the members. As a result, the financial statements may not be suitable for another purpose. Our report is intended solely for Tomatoes New Zealand Incorporated and its Members and should not be distributed to parties other than Tomatoes New Zealand Incorporated or its Members.



BDO WELLINGTON
22 June 2017
Wellington
New Zealand

Tomatoes New Zealand **DRAFT** Budget for 2017-18, **FOR AGM**

Description	2016/17 Budget ¹	2016/17 Actual	2017/18 Draft Budget ²
Income			
Levy - General	154,000	167,838	168,000
Levy - Research & Development	154,000	167,838	168,000
Levy - Promotion	77,000	83,919	84,000
Grant - AGMARDT	25,000	20,000	0
Other income		750	
Interest	15,000	149	15,000
Total Income	425,000	440,494	435,000
Expenditure			
Research & Development			
Government Industry Agreements GIA	23,400	22,858	34,500
GIA - Fruit Fly GIA OA's & Readiness	23,000	3,712	24,500
Market Access - Other	3,500	5,388	1,200
Market Access - Aust Comp Programme	2,000	2,721	
Import Biosecurity & Fresh PAC	8,800	3,959	1,500
Technical Advice (MAS)	7,200	2,513	7,200
PMAC	5,577	5,564	5,800
BCA Project Tamarixia	3,600	1,862	3,356
Tamarixia post-doc support (NEW)			3,660
Grower visits and workshops (NEW) ³			7,000
Best Practice (Wastewater project)		640	0
Market Monitoring	1,400	1,661	1,700
EPA & Agchem reviews	10,000	0	10,000
Seafreight project	20,000	20,715	0
Pest Control (Macrolophus)	20,000	1,751	20,000
Food safety - regulatory issues	3,000	637.5	2,000
New Agchems - Trials & Registrations	25,000	2,325	6,050
ETS - Emissions Trading Scheme	500	443	10,000
TNZ Strategy Valuing the industry	27,500		30,000
Residue information poster		3,356	4,000
VR & I Manager	16,000	15,170	16,652
VR & I Board - Research	13,707	11,847	8,840
PGP & related projects (NEW)			33,000
Women in Horticulture (NEW)			2,000
Total Research & Development	214,184	107,120	232,958
Meetings & Travel			
Conference Delegates Travel & Accom	46,000	15,735	22,000
Conference room & equipment	1,300	1,298	1,500
Conference Speaker Expenses	7,900	4,564	1,500
Travel & Accom (Board)	23,000	30,529	23,000
Daily Fees (Board)	10,000	8,348	10,000
Total Meetings & Travel	88,200	60,474	58,000

Office & Communications

Postages	1,500	1,329	1,500
Grower Magazine Support	13,000	12,996	12,000
Print & Stat(Ex Xerox)	1,000	259	500
Photocopying	3,000	4,877	4,000
Telephone & Tolls	1,000	1,374	1,300
General/Training	1,500	112	2,000
Salaries & Wages	91,000	117,721	200,000
Chairman Fees	35,000	35,217	35,000
Legal Expenses	3,000		3,000
Audit & Accounting	3,000	3000	3,000
Office Overheads	27,000	24,639	27,000
Office Admin	600	925	1,396
District Association Grants	3,500	3,000	3,000
Commodity levy referendum			10,000
Total Office & Communications	184,100	205,449	303,696

Promotion

Promotion (United Fresh membership)	3,000	3,000	3,000
Vegetables.co.nz	20,000	20,000	53,000
Website	1,500	1,256	1,500
Public Relations	10,000	1,964	5,000
Asiafruit Logistica	14,000	12,888	15,200
Young Vegetable Grower of the Year Sponsorshi	1,400	1,217	2,000
Total Promotion	49,900	40,326	79,700

Total Expenses

536,384 413,369 674,354

Surplus Or Deficit

-111,384 27,126 -239,354

Tax

0 7,595 0

Net Surplus after tax

-111,384 19,530 -239,354

Summary of RESERVES

	2016	2017	Budgeted 2018
Within HortNZ	599,942	613,715 (Draft)	Split between entities to be determined
Within TNZ Inc	N/A	19,530	
TOTAL		633,245	393,891

Notes

¹ 2016/17 Budgeted levy income based on \$110m and levy rate of 0.35% = \$385,000

² 2017/18 Budgeted levy income based on \$120m and levy rate of 0.35%= \$420,000

³ Costs for the Chair and Business Manager's to undertake grower visits, and costs of holding grower workshops were previously coded to "Travel and Accom" under "Meetings and Travel"



2017 TomatoesNZ and TomatoesNZ Incorporated

Combined AGM Remits

The following remits, proposed by the TomatoesNZ Board, will be considered at the Tomatoes New Zealand (Product Group of Horticulture NZ) and Tomatoes New Zealand Incorporated combined AGM, being held Wednesday 12th July at ASB Baypark, Tauranga.

Remit 1

That the minutes of the TomatoesNZ combined AGM, held 3 Aug 2016, be taken as a true and correct record of that meeting.

Proposed by the TomatoesNZ Board

Explanatory Note

The minutes are included with the 2017 TomatoesNZ AGM and Conference papers, posted to all members and available at www.tomatoesnz.co.nz

Remit 2

That the Chair's report for the year ended 31 March 2017, as published in the TomatoesNZ AGM and conference papers, be taken as read and adopted.

Proposed by the TomatoesNZ Board

Explanatory Note

The Chair's report is included with the 2017 TomatoesNZ AGM and Conference papers, posted to all members and available at www.tomatoesnz.co.nz

Remit 3

That the audited Tomatoes New Zealand Incorporated financial statements for the year ended 31 March 2017 be adopted.

Proposed by the TomatoesNZ Board

Explanatory Note

The audited Tomatoes New Zealand Incorporated financial statements are included with the 2017 TomatoesNZ AGM and Conference papers, posted to all members and available for download at www.tomatoesnz.co.nz

Remit 4

That the audited TomatoesNZ (product group of HortNZ) financial statements for the year ended 31 March 2017 be adopted.

Proposed by the TomatoesNZ Board

Explanatory Note

A draft version of the TomatoesNZ component of the HortNZ financial statements are included with the 2017 TomatoesNZ AGM and conference papers, posted to all members and available for download at www.tomatoesnz.co.nz; The audited statement will be posted on the website when available, and tabled at the AGM.

Remit 5

Endorse the TomatoesNZ Incorporated budget for the year ended 31 March 18.

Proposed by the TomatoesNZ Board

Explanatory Note

The audited financial statements are included with the 2017 TomatoesNZ AGM and Conference papers, posted to all members and available for download at www.tomatoesnz.co.nz

Remit 6

Members agree that Tomatoes New Zealand Incorporated has the mandate to sign Government Industry Agreements for Biosecurity Readiness and Responses Deed Operational Agreements on their behalf.

Proposed by the TomatoesNZ Board

Explanatory Note

A description of what this mandate means has been provided in the consultation document with these meeting papers and circulated to all members. **This vote will be conducted by confidential ballot.**

Remit 7

That members support the proposed Biosecurity Levy on Fresh Tomatoes, with an initial rate of 0.10% (10 cents per \$100) and maximum rate of 0.25% (25c per \$100) of value at the first point of sale (for domestic sales) or the free on board value for exports.

Proposed by the TomatoesNZ Board

Explanatory Note

The proposal is outlined in detail in the consultation document that was provided with the papers for this meeting and circulated to all members.

TomatoesNZ Inc. will need to go through an application process and get approval from the Minister for Primary Industries and Cabinet before the levy is implemented, and will keep members up to date on progress. **This vote will be conducted by confidential ballot.**

Remit 8

That the commodity levy rate for Fresh Tomatoes for the coming levy year remain at 0.35% at the first point of sale for domestic sales and Free on Board for exports.

Proposed by the TomatoesNZ Board

Explanatory Note

This represents no change to the current levy rate. The levy on NZ fresh tomato sales is set under the Commodity Levies Act 1990 - Commodity Levy (Vegetables and Fruit) Order 2013.

Remit 9

Confirm that there is currently no subscription membership rate.

Proposed by the TomatoesNZ Board

Explanatory Note

The rules of TomatoesNZ Inc. provide for a subscription membership rate to be set. Currently there is no subscription membership option.

Remit 10

That BDO Spicers be appointed auditors for the financial year ended 31 March 2018.

Proposed by the TomatoesNZ Board

Explanatory Note

BDO Spicer were awarded the contract to complete the audit for Horticulture NZ and its contracted organisations (including TomatoesNZ) for the 2016-17 year, and TomatoesNZ and Horticulture NZ intend to continue that arrangement.

2017 Speaker Profiles



Paul Bennett - Science Leader, Clean Technologies, Scion

Paul is responsible for Scion's research and development efforts on Biofuels, Bioenergy, Environmental Technologies and Industrial Ecology. Paul has a Chemistry background, with over 25 years technical and commercial expertise in transport fuels, biofuels and bioenergy. He has experience in developing technology and implementation strategy for a wide range of companies and Government in this sector.

Key roles include;

- 22 years with BP, mainly on transport fuels, finishing up leading their Asia Pacific Biofuels activities (Business development, technology piloting, etc)
- Chief Technology officer for 2nd Generation bioethanol/biochemical company, TMO Renewables
- Strategy Manager on Bioenergy at Energy Technologies Institute (50% funded by UK Gov't)
- Europe Regional Manager for US Algae biofuels company
- Director of AD project developer, Eastern Europe.

Currently, his key focus is identifying the optimum route to large scale implementation of bioenergy and biofuels in New Zealand. New Zealand faces challenges over its commitments toward climate change and over energy security. Biofuels and bioenergy can help to address these challenges, but it needs alignment along the supply chain, from feedstock producers to the end users of products to be successful. Identifying key feedstocks and extracting maximum value from these feedstocks is important to ensure a viable sector.



Richard Bennett - Technology Manager, PMA A-NZ

Richard Bennett is the Food Safety and Science Manager for the Fresh Produce Safety Centre originally established by the Produce Marketing Association Australia-New Zealand. Richard is the Australian Director of the International Federation for Produce Standards (IFPS) and chairs the IFPS Food Safety Committee.



Dr Florian Graichen -

Science Leader, of Biobased Polymers and Chemicals. Scion

Dr Florian Graichen is Science Leader for the area of Biobased Polymers and Chemicals at Scion (the New Zealand Forest Research Institute). Scion is developing advanced biobased products through modification and engineering of biopolymers and chemicals. This includes agile, modular and mobile processing such as 3D printing and customized extrusion approaches. Key to success is the ability to match biobased materials with performance requirements of innovative products. Before joining Scion, Dr Graichen worked as commercial manager for the chemistry unit of VITO (Flemish independent research and technology organisation) and as senior scientist and commercial manager for various manufacturing units within CSIRO (Commonwealth Scientific and Industrial Research Organisation – Australia).



Dr Hans Maurer -

Knowledge Officer, United Fresh New Zealand Incorporated, New Zealand Director of the International Federation for Produce Standards (IFPS) and chairs the IFPS Chain Information Committee

Dr Hans Maurer acts as the Knowledge Officer for United Fresh New Zealand Incorporated. Hans is the New Zealand Director of the International Federation for Produce Standards (IFPS) and chairs the IFPS Chain Information Committee.



Helen McCoy - Teacher, Bethlehem College

I teach Agricultural and Horticultural Science at Bethlehem College. I set up the department 12 years ago as I was concerned that a school in one of the main horticultural areas of the country did not teach the subject. I started with one year 10 class and currently run six classes from Years 10 through to 13. I also head the Biology department, another important source of young talent for the industry. Every year a number of our students enter the industry, some at university level.



Vanessa O'Neill - Director, KPMG Enterprise

Vanessa is responsible for KPMG Enterprise's Food and Beverage Sector, is a lead advisory on KPMG Enterprise's Be Retail Ready food and beverage capability program and is also an accredited facilitator of KPMG's Enterprise DNA programme. She is a highly experienced Strategy Director having worked for large corporates in the UK, Australia and New Zealand in strategy, business development and marketing roles. She has led business strategy clients in Retail, FMCG, Consumer Goods, Industrial Goods Manufacturing, Tourism and Technology Sectors. Her focus is both international export clients and domestic.



Sue Pickering - Senior Business Manager, Horticulture NZ

As Senior Business Manager for Horticulture NZ, Sue has been at the forefront of people development for horticulture: building horticulture's leaders, championing a highly skilled workforce and leading national people capability initiatives such as Young Grower of the Year, the HortNZ Leadership and Scholarship Programmes and innovative career promotion. Sue has a strong understanding of NZ's training and education system and its link to the horticulture industry and its businesses. She has chaired or been an active part of a wide range of people capability groups and served on the Board of the Horticulture Industry Training Organisation. Sue is currently Chair of the Primary ITO Vegetable Industry Partnership Group and a member of the Primary ITO Stakeholder Council.



Roland Fumasi - Vice President, Rabobank

Roland Fumasi is a vice president, senior analyst & manager for Rabobank's RaboResearch Food & Agribusiness group. Headquartered in Fresno, California, Roland is responsible for covering and analyzing the U.S. and North American fresh fruit and vegetable industries, general California agriculture, and leads the Fresno research team. He combines a background in agribusiness research with international market development and finance experience in the agriculture industry. Prior to joining Rabobank, Dr Fumasi served as a senior executive in the equipment industry beginning in 2008. From 2005 to 2008, Dr Fumasi served as a Research Associate for the Agricultural & Food Policy Center at Texas A&M University, where his research focused on specialty crops and alternative energy (bio-fuel) production. Roland completed his Ph.D. in Agricultural Economics at Texas A&M University in 2013. Prior to Texas A&M, Roland was an active researcher at the California Institute for the Study of Specialty Crops at the California Polytechnic State University San Luis Obispo (Cal Poly), where he produced an

award-winning thesis related to specialty crops. Roland received both his B.S. and M.S. in Agribusiness from Cal Poly. From 1998 through 2003, Dr Fumasi served as a Financial Advisor for Morgan Stanley in Visalia, California, where his business focus was comprehensive financial planning for agricultural families. As a Marketing Director for various firms during the 1990's, Roland was responsible for building distribution networks for the animal health industry in three countries.



Steve Gilbert - Director Border Clearance Services, MPI

Steve has been the Director Border Clearance Services at Ministry for Primary Industries since 2013 and is responsible for the clearance of incoming passengers and cargo nationwide. Steve is also a member of MPI's Bio Security Board which provides leadership for all aspects of the bio security system which includes pre-border, border and post border activities. He has had fifteen years' experience in a range of operational leadership roles within the Ministry for Primary Industries (MPI) and in other areas including sports management.



Dr Anna Campbell - Managing Director, AbacusBio

Anna has a strong scientific background from which she has transitioned into business leadership and governance. She is now Managing Director of AbacusBio, an agri-technology company where she leads a team of over 30 specialised consultants and several graduate students.

Anna has significant international experience, having worked in Asia, Australia and New Zealand with companies and research organisations to implement technology programmes. She is also a Director of Otago Innovation Limited, the commercial arm of the University of Otago and an agri-technology advisor to Powerhouse Ventures Ltd.



Clare Kelly - Divisional Manager, Trade Negotiations Division

Clare Kelly is the Manager of the Trade Negotiations Division in the New Zealand Ministry of Foreign Affairs and Trade.

From April 2013 to April 2017 she served as New Zealand's Ambassador to Mexico, with concurrent accreditations to Belize, Costa Rica, Cuba, the Dominican Republic, El Salvador, Guatemala, Nicaragua, Panama and Venezuela.

From May 2009 until her appointment as Ambassador, Clare served as Unit Manager, Trade in Goods, in the Trade Negotiations Division of the Ministry of Foreign Affairs and Trade, with responsibility for New Zealand's agriculture and goods negotiating teams in bilateral and regional free trade agreement negotiations and in the World Trade Organisation. During this period she was also New Zealand's lead

Goods negotiator for the Trans-Pacific Partnership Agreement negotiation.

Clare was posted as Counsellor in the New Zealand Permanent Mission to the World Trade Organisation in Geneva from 2003 to 2007. Her previous experience in a Latin American embassy includes a posting as First Secretary and Consul-General in the New Zealand Embassy in Santiago, Chile.

From 2007 to 2009 Clare worked as a Trade Adviser in the Geneva office of the law firm White & Case LLP, covering a range of international trade law issues, in particular, trade in services, accessions to the WTO and WTO disputes.

Clare holds a Masters Degree in Political Studies from the University of Auckland, New Zealand.



Sarah McCormack - Executive General Manager, International, T&G

Sarah has held her role since August 2015. Prior to this she was general manager sales and marketing of our diversified products team for three years and a founder, shareholder and senior manager of Delica Global which was purchased by T&G Global in 2014.



Mike Petersen - Special Agricultural Trade Envoy (SATE)

Mr Mike Petersen is New Zealand's Special Agricultural Trade Envoy (SATE) and has held this role since July 2013.

This unique role was established by New Zealand ministers in close consultation with New Zealand's agriculture sector – to bring a farmer's perspective to international trade in food and agriculture, and to build partnerships with farming organisations offshore.

Mr Petersen is not a government official. Drawing on his considerable farming and private sector experience, Petersen works to promote a greater understanding of New Zealand's agricultural sector interests, including dairy, meat, wool, horticulture and wine, from the perspective of a practicing farmer.

Mr Petersen is a successful farmer and industry leader in the New Zealand agricultural community. Mr Petersen owns and operates a finishing farm in Hawke's Bay, which he has managed since New Zealand's agricultural reforms in the late 1980s.

As a farmer and industry leader in New Zealand, Mr Petersen is well positioned to offer his perspective on the New Zealand primary sector. These perspectives include new innovations in sustainable farming, sector efficiency and productivity, as well as discussing some of the

challenges in New Zealand's evolution into a successful trading nation despite being one of the most isolated countries in the world.



Rachel Taulelei - CEO, Kono NZ

Rachel Taulelei is CEO of Kono NZ, one of New Zealand's top 100 food and beverage companies, whose activities range from wine, cider, horticulture, and seafood, to fruit bar manufacturing. Rachel founded the sustainable seafood company Yellow Brick Road, and as such she is passionate about New Zealand's primary sector and developing values based business models. Rachel is a former NZTE US Trade Commissioner, in 2015 she received a New Zealand Order of Merit for services to food and hospitality, and in 2012 was the recipient of a Blake Leader Award from the Sir Peter Blake Trust, on whose board she now sits. Other directorships include Moana NZ, Wellington Regional Stadium Trust, New Zealand Wine Growers, Headwaters New Zealand, and the Young Enterprise Trust.



Dr Jacqueline Rowarth - CNZM, CRSNZ, FNZIAHS

Jacqueline holds the new position of Chief Scientist for the Environmental Protection Authority. Until the end of October she held the Foundation Chair in Agribusiness at the University of Waikato, a position she held from 2012, having spent the previous five years in the role of Director of Massey Agriculture and Foundation Chair of Pastoral Agriculture, at Massey University. She has also taught at University of Melbourne and Lincoln University, plus worked for DSIR Grasslands/Agresearch from 1988 to 1994.

She is a Past President of the New Zealand Grassland Association and the New Zealand Institute of Agricultural and Horticultural Science, a past trustee of AGMARDT, and a past Director of Crop and Food Research.

Jacqueline obtained a PhD in soil science from Massey University, having completed a B.Ag.Sci with honours in Environmental Agriculture. She received the Zonta Award for excellence in science in 1994, was made Companion of the New Zealand Order of Merit for services to agricultural science in 2008, and in 2009 she was given the inaugural 'Agricultural Personality of the Year Award' by the Federated Farmers of New Zealand. In 2010 she was awarded the Landcorp Communicator of the Year Award by the New Zealand Guild of Agricultural Communicators and Journalists. In 2013 she was listed in the top 50 most influential women in New Zealand in the Westpac/Fairfax Awards.

For further updates on the Conference Programme and Speaker Profiles refer to –
www.confer.co.nz/hortnz2017/programme/